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LOOKING OUT ON THE MIGHTY PACIFIC FROM A BEACH POINT IN CLATSOP COUNTY

ASTORIA

AND

CLATSOP COUNTY OREGON

REPRODUCTION OF OLD FORT ASTORIA

Published by

Astoria Chamber of Commerce

ASTORIA, OREGON

STRAWBERRIES GROWN ON FARM OF JACOB RIST, WHOSE HOME IS SHOWN AT TOP OF PICTURE. MR. RIST HAS NETTED FIVE HUNDRED DOLLARS PER ACRE FROM HIS BERRIES.

VIEW OF YOUNGS RIVER, SHOWING TIDE LANDS—IDEAL FOR DAIRY STOCK AS WELL AS HIGHLY PRODUCTIVE FOR DIVERSIFIED FARMING.

ASTORIA lies at the mouth of the mighty Columbia River, where it meets the Pacific Ocean. The city occupies a position of unparalleled beauty and strategic commercial importance.

Products of wheat fields, orchards, farms, lumber camps and factories from the great Inland Empire are shipped down this broad river or down grade on the railroads to find an outlet to all parts of the civilized world on ocean-going vessels, which make the water front of Astoria a rushing, hustling scene of commercial and laborious activity.

Astoria has a population of 15,000 people. The city has a residence district which cannot be surpassed for natural beauty in any port of the world. She has improved streets, electric lights, superb water system, fine churches, a public school system, whereof a $75,000 high school is an integral part, with a corps of 60 teachers; hospitals, 40 fraternal and beneficent societies, theatres, athletic, philharmonic, social and commercial clubs, a big Chamber of Commerce, a fire department second to none in efficiency, four banks, with capital and surplus $550,000, and deposits of $2,700,000, and fewer idle people than in any city of the Pacific Northwest of equal size, all of which are factors prophetic of increase and development.

LOGANBERRIES ON LOGGED-OFF LAND NEAR ASTORIA.

Astoria is the county seat of Clatsop County, which is about thirty miles square. It is bounded on the west by the Pacific Ocean, where many thousands of visitors go annually for recuperation, surf bathing, deep sea fishing and to experience the delights of Summer months on the seashore. The shore line has long stretches of surf-washed beaches backed by precipitous rocks, green hills and snow-capped mountains.

The navigable waters of the Columbia and its confluents afford access to logged-off and reclaimed lands, whereon dairying, poultrying and truck farming are yielding rich livings to skilled men and women.

Lumbering, fishing and logging have been great industries for forty years past.

Rapid increase in population makes it imperative that dairymen, poultrymen and truck farmers with ability to produce marketable commodities from farm, garden and poultry run, be given every aid and incentive to locate and till the virgin soil of Clatsop County.

Seamen, fishermen and loggers who are engaged otherwise than in farming give testimony to what this rich soil does for their families, while they are pursuing their respective avocations.

Dairying in Clatsop County.

To supply steamers, Summer visitors, Astorians and the large number of men employed by the United States Government in and around Astoria in Army, Engineer, Marine, Hospital, Immigration, Quarantine, Postoffice, Custom House, Revenue Cutter and Lighthouse

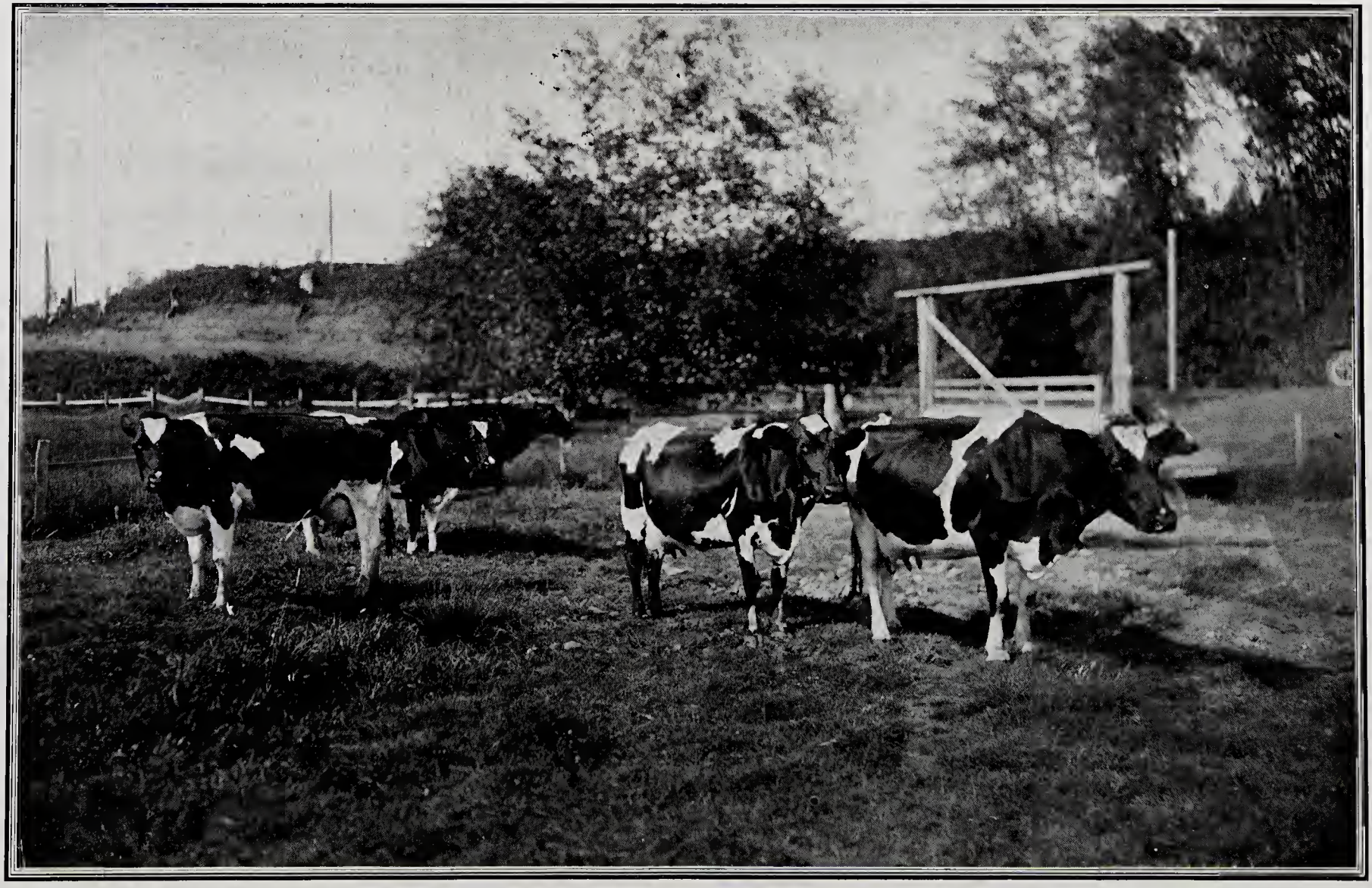
TURNIP FIELD. YIELD, FIFTY TONS TO THE ACRE.

Departments, and the Summer population at the beach resorts, more than double the present number of men engaged in dairying and poultrying in Clatsop County are urgently needed. Their incoming will be a source of profit and ultimate independence to themselves, as well as a benefit to the community.

Dairying is carried on scientifically by only a few skilled men, who have amassed money and come into ownership of rich land, herds of cattle, fine homes, and are encouraged by the annual increase in population to put forth every effort to supply a demand which yields dairymen one to three cents per pound more profit than in other states.

William Hartill has a dairy herd of Holstein-Friesians, which he is building up with care and skill. One four-year-old cow gave 1730 pounds of milk in June, 1911, her highest day's yield being 67½ pounds. Another cow gave in May and June, 1911, 2826 pounds of milk, her largest day's yield being 59 pounds. Mr. Hartill received $1.40 to $1.50 per 100 pounds for milk.

There are 600,000 pounds of butter consumed in Clatsop County annually; only 240,000 pounds are manufactured and some of this is exported on account of its excellence. Clatsop County butter, according to Government test, grades with Humboldt County, which has the record of all United States Government tests. Milk here will average over 4 per cent butter fats in ordinary herds. The average price paid by the creameries for butter fat in 1910 was 33¼ cents per pound.



REGISTERED HOLSTEIN COWS. CLATSOP COUNTY DAIRYMEN APPRECIATE THE ADVANTAGE OF KEEPING ONLY HIGH-GRADE STOCK.

ON THE RIGHT, "CHIEF ASTOR," REGISTERED BULL. ON LEFT, YEAR-OLD THOROUGHBRED JERSEY HEIFER.

NEAR VIEW OF TYPES OF BOATS THAT ANCHOR AT ASTORIA, SHOWING LOG RAFT NESTLING BETWEEN.

Cost of milk to consumer in Clatsop County is 7½ cents per quart per day, per month in summer, and 8 1-3 cents during the balance of the year. Cream costs $5.00 per month for one pint a day in Summer, and $5.50 in Winter. At the beach resorts in five Summer months milk costs 10 cents per quart, and almost any reasonable price can be secured for cream.

There are 5000 cows in Clatsop County. Five times that number are needed. One and one-half acres per cow per annum provides feed. Cows will pay from $75 to $110 per head per annum. Grade cows average $115. During a portion of four months of the year it is necessary to feed shorts and roots. William Larson took 48 tons of turnips per acre from his ground. Many farmers prefer to import and pay for feed, rather than take up this virgin soil, enriched by centuries of decayed vegetation for the growing of forage crops.

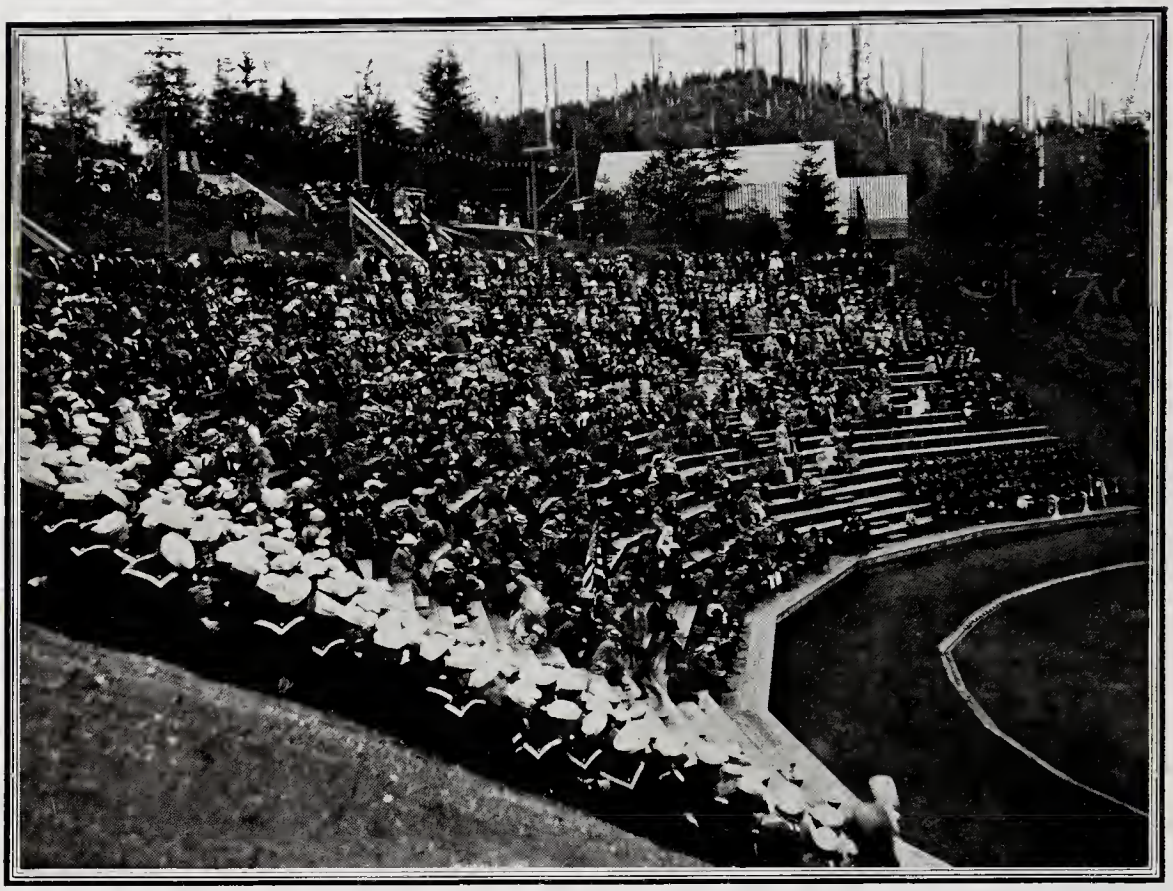
Climate Adapted to Industry.

This country of green grass, mild climate and big trees is especially adapted to dairying. Close to Astoria there are ranges covered with native grasses, well watered valleys, large areas which can be put into pasture at a reasonable cost, under the char-pitting system, and stock may be pastured during the Winter months. How much green feed all the year round means to the dairyman in the saving of expense in feed bills, and how much he is saved by not having to build expensive weather-proof sheds for his herd, is well understood by Clatsop County

ABOVE VIEW AT SHORT RANGE CONVEYS SOME IDEA OF HOW SEA-GOING RAFTS ARE CONSTRUCTED, AND OF THEIR MAGNITUDE.

dairymen, and while dairy products are cheaper to produce than anywhere else, they receive higher prices, and the creameries call at the farm for the product. There is a general movement on foot to get herds of registered stock—Jersey, Holstein, Shorthorn, Guernsey and Durham cattle and hogs. Well-bred animals eat no more than the inferior breeds, and yield larger returns. Another point which operates to the profit of Clatsop County dairymen is the absence of swarms of flies and mosquitoes, which distress and take away from the milk-giving qualities of the cow.

The records of the American Jersey Cattle Club show that the greatest producing herd of Jerseys is owned in the State of Oregon. This herd has six world's records to its credit. Most of the cows in Clatsop County are in small herds of six to ten and are kept merely as an adjunct to general farm work. Cows are usually freshened in the Fall, as by this method they are dry during the Summer months and come fresh for the Winter, when dairy products are high. Many farmers, however, find it more profitable to supply the Summer resorts for their thousands of visitors, and get as high prices as in Winter. The demand for dairy cows is far in excess of the supply. Few calves are raised to replenish the herds. An average grade dairy cow brings from $60 to $75. The demands of the home market for this grade of cow is not nearly supplied. Kale and alfalfa, not much grown, take precedence of all other green feeds for Winter fodder and grow abundantly. Vetch hay, which is very rich in protein, grows luxuriantly, and is a



VIEW OF STADIUM AT OPENING OF CENTENNIAL EXPOSITION, AUGUST 10, 1911.

favorite Winter food all through Western Oregon. The valleys on the Nehalem, Young's River and the Lewis and Clark, close to Astoria, equal any dairying lands in the world. Along the broad valleys of the two last rivers are a number of dairy farms. Some have common and some registered stock, but they all find conditions equal to and in some respects surpassing, the dairying districts of England, Holland, Sweden, the Channel Islands and Denmark, where the most skilled dairying of the world is conducted. Many of the men now dairying in Clatsop County are from these countries, and their skill is making and has made them independent for life. Three crops of corn were grown in one season on the Lewis and Clark and Youngs River bottoms for forage.

Profits in Dairying.

A very conservative estimate of profits derived from dairying in Clatsop County is $50 per cow per annum, net over food cost. Gross returns from a good cow are estimated at $100 to $110 per annum, with reasonable care given the animal. The average cost of feed does not exceed $55. In the gross returns no account is taken of the value of the calf, skim milk or manure. These should easily offset cost of labor and interest on investment, leaving the difference between the revenue from the milk and cost of food a clear profit. One herd of seven high-grade Jerseys whose owner was a member of a cow testing association, were housed in an inexpensive barn and fed a ration per animal of twenty pounds of oat hay, thirty-five pounds of kale and six pounds

ANOTHER VIEW OF STADIUM AT OPENING OF CENTENNIAL EXPOSITION.

of bran and shorts; food cost, $6.08 per cow per month. At this time his cows were returning $19.11 per month, or a net profit of $13.03 per month, or $156.36 per cow per annum, no deduction being made for loss of revenue during the time the cows were dry. All foodstuffs were figured at market value. The cows in this herd were worth $90 to $100 each.

The famous Oregon cow Adelaide, of Beechlands, yielded $331.85 in the year 1908. Under the ideal Oregon dairying conditions $267.98 was profit from this animal.

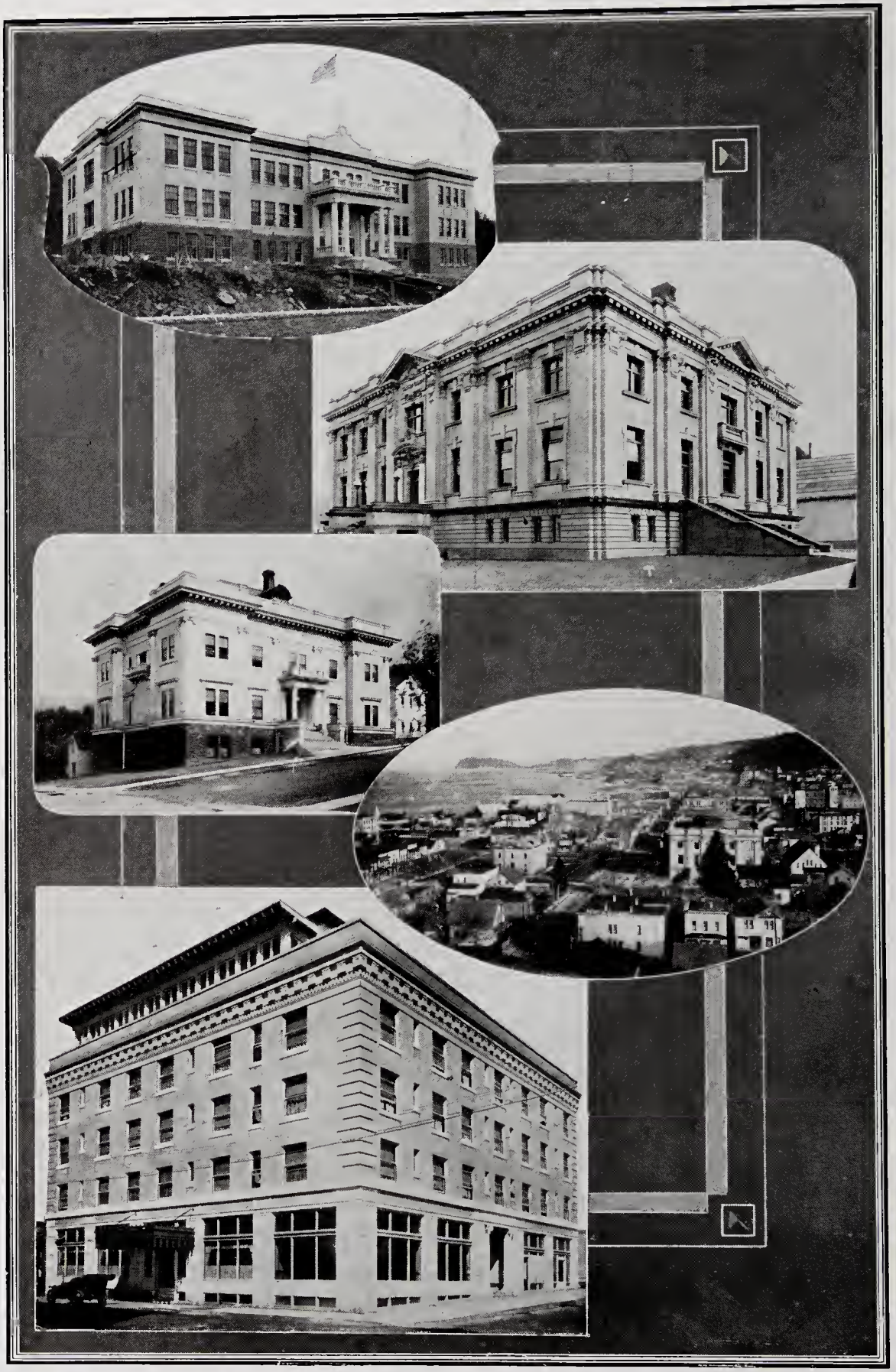
Creameries.

Seven condenseries, seventy creameries and fifty cheese factories are operating in the state, and the principal cheese factories are operated in and adjoining Clatsop County. The product is superior to the imported quality and commands a higher price. Most of it is consumed by the home markets. The average price per pound received in Clatsop and adjoining counties averaged 15¾ cents per pound. The cost of making is 1¾ cents per pound.

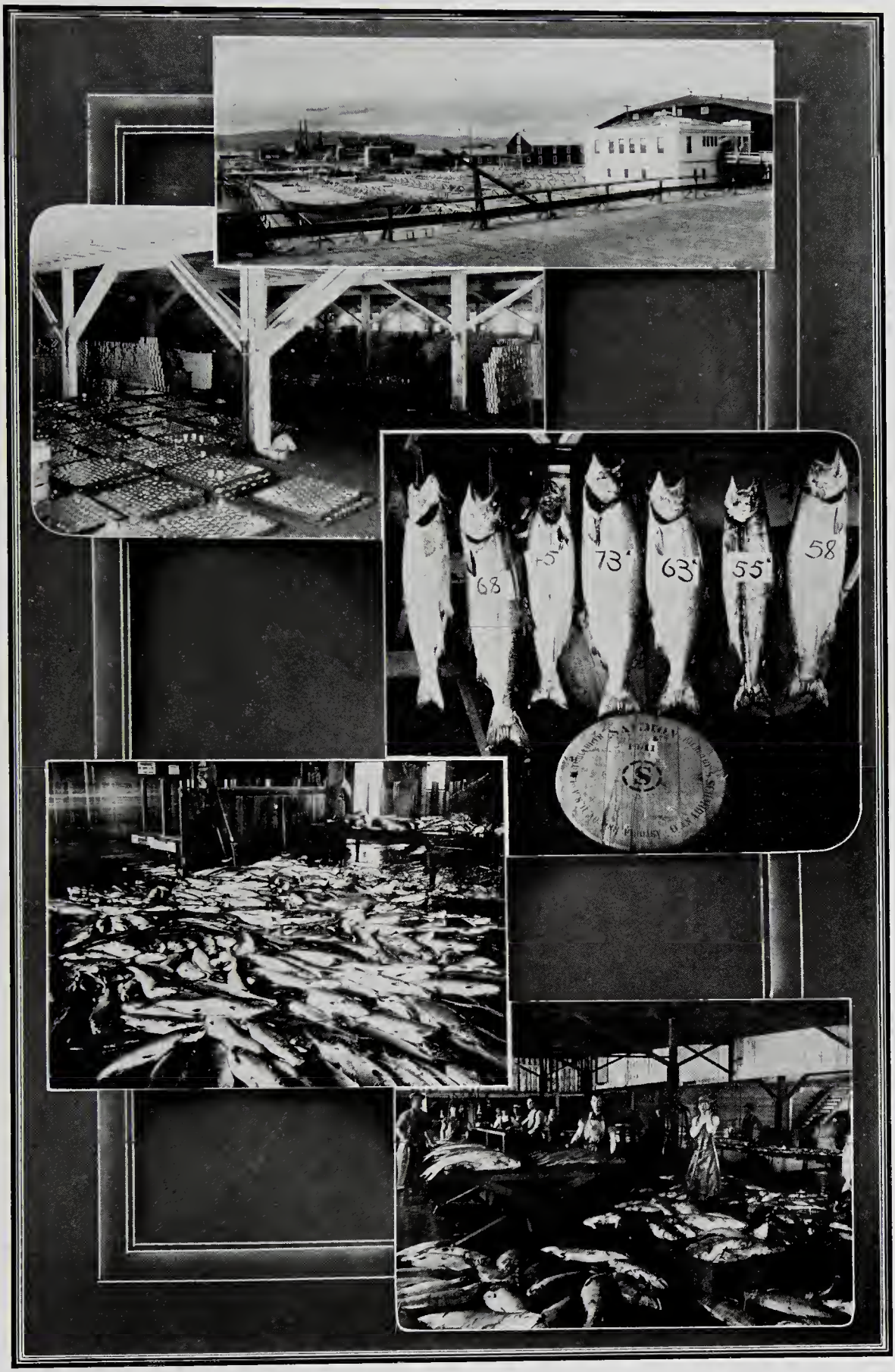
Hogs With Dairying.

There are splendid opportunities in Clatsop County to secure profit from hogs. Nearly all hams, bacon, lard and fresh pork are imported.

The entire State of Oregon raises only 15 per cent of the pork consumed within its boundaries. No smoked meats are produced in Clatsop County. Dairymen who feed swine are emphatic in their statements



HIGH SCHOOL, COURT HOUSE, CITY HALL, VIEW OF ASTORIA SHOWING WATERFRONT, AND HOTEL WEINHARD-ASTORIA.



EXTERIOR AND INTERIOR VIEWS OF SALMON CANNERY AT ASTORIA.

ROADWAY LEADING TO ONE OF CLATSOP COUNTY'S LARGE DAIRY FARMS.

of the profits accruing therefrom. At the Experimental Station of the Oregon Agricultural College careful experiments have demonstrated that a hog can be brought to a 150-pound weight at a food cost of 4 cents for each pound and can be fattened to 250 pounds upon 450 pounds of wheat and barley. This represents a profit of 100 per cent on the food cost, figuring grain and hogs at prevailing prices. Young pigs and hogs bring a better price than is paid for the same quality in Chicago—the average price for live hogs was $10.31 per cwt. in 1910—and there is no need to ship them out of Clatsop County. This is a field wide open to the man who desires 100 per cent per annum profit and a growing drove of swine. Vetch, clover and rape are fed. Barley and wheat are used for fattening, also corn.

Goats.

Angora goats make a double return to the owner in kids and mohair and are invaluable to Clatsop County farmers who have settled on logged-off or brush lands. They will provide a good living for themselves and at the same time destroy a large percentage of vegetation by eating the buds, shoots and leaves as they appear. Mohair is superior to that of any section. It averages 4 pounds per animal and runs up to 10 or 12 pounds, bringing 25 to 40 cents per pound. The finest grades, 12 to 22 inches long, bring $1 to $6 per pound. Two goats will clear an acre in one year.

DAIRY BARN AND MILK HOUSE OF CLATSOP COUNTY DAIRYMAN WHO OWNS A HERD OF 100 COWS.

Sheep.

In Clatsop County there is limited range for sheep, and the industry is confined to small flocks under farm conditions. Superior stock for breeding purposes thrive here and the sale of rams adds materially to the profits. Preferred breeds are the long wools—Cotswolds and Lincolns—and Shropshires, Hampshires and Southdowns for the middle wools. The average weight of fleece is 8½ pounds—exceeded by only one other state in the Union. The lambing season is from January to March. Favorable climatic conditions make increase 150 per cent. While losses in the Eastern States average 25 per cent from inclement weather, hardly any loss is sustained from that cause in Oregon.

Horses.

There are 1500 horses in Clatsop County. More are needed to aid in logging, lumbering, fishing operations, and the enormous amount of work being done on roads, streets and railroads. Draft horses are in great demand and bring high prices. There is no reason why the breeder of horses and mules should not secure the same high prices commanded by breeders of other kinds of livestock in Clatsop County. A four and five-year-old work span sells for $500 to $800.

Poultry.

In Clatsop County, perhaps one of the surest and easiest ways of earning a living on a small piece of ground is to raise poultry. Whether as a side line or as a steady business, prices and markets, together with

HOPS, OATS AND WHEAT GROWN ON NEWLY-CLEARED LAND.

other favorable conditions in raising all kinds of poultry, insure big returns. Poultrymen are needed. Hens average 150 eggs per annum. Eggs average 30 to 35 cents per dozen, and four months in the year eggs sell for 60 cents per dozen in Astoria. Chicks sell 20 cents per pound in home market, live weight, and have reached 28 cents per pound. There is a big field open for fancy stock. Open sheds will serve for shelter. No expensive housing is necessary. Eggs can be produced at as low a cost, and probably much lower, than anywhere in the United States. There is every chance for chicks to attain maturity and it is not necessary to pen them for protection against cold. Abrupt and extreme changes are not existent in temperature. Egg production is high, due to the healthfulness of the birds and ability to secure green food.

In Clatsop County, 40,000 dozen eggs were consumed in 1910. Not over 10,000 dozen were produced. Four hundred and sixteen thousand pounds of chickens were consumed, not ten per cent of which were raised in Clatsop County. The average retail price was 20 cents per pound. Occasionally, during the rush to beach resorts adjacent to Astoria, poultrymen secured as high as 28 and 30 cents per pound, and eggs sold at 60 cents per dozen. One Astoria chicken fancier favoring Barred Plymouth Rocks, Rhode Island Reds and Wyandottes has figured that his hens cost $1 per year to feed and give a net profit of $2.60 per hen per annum in eggs alone. In August, 1911, he was selling eggs at 50 cents per dozen. At present he is simply using stock for sale of

CLATSOP COUNTY SETTLER AND HIS HAPPY FAMILY.

cockerels, chicks, old hens and eggs. He will increase his income by breeding fancy stock. This man has recently come from the East and his initial venture has proven a complete success. Most Clatsop County farmers keep a flock of birds, especially when engaged in truck gardening, for they are active in consuming waste products and insects.

Ducks, Geese and Turkeys.

These birds are kept under same conditions, with the exception that the turkey will take her brood and care for them, and is apt to become as wild as the turkey of the Southern States. Those who pay attention to the rearing of these birds are amply repaid. Last Fall, in this county, 25 to 35 cents per pound was paid for them for Astoria and Portland markets. Usually the shipments after Thanksgiving will bring from one to two cents per pound higher. Geese and ducks are in constant demand and the supply is inadequate. These birds are especially in demand in Astoria, Portland, on steamers and at beach resorts, commanding higher prices than the imported poultry. There is absolutely no danger of over-production of poultry in Clatsop County. This is one consideration which the prospective poultryman may rely on.

Weather Conditions Favorable.

When annual precipitation is taken into account, it may be thought that poultry cannot thrive. The reverse is the case. Young chicks and ducks need less care, until they feather out, than in any other similar area of country. In the year 1910, $2,500,000 was sent from the State

BURNING THE UNDERBRUSH ON LOGGED-OFF LAND.

of Oregon for frozen poultry. Eggs and broilers pay for groceries and if the flock is large enough will pay all expenses of a family under conditions which are hard to duplicate. The poultry owner in Clatsop County does not have to deal with a middleman, as a general rule. He may ship direct to Astoria, or deliver goods in person from his home when prices are at their best.

Climate.

The climate is delightful. Among all the climates of the globe from Arctic to Equatorial regions, there is nothing more gloriously perfect. No blizzards, no cyclones, no tornadoes, and no thunderstorms. No hot weather in the Summer and no cold weather in the Winter. There is not a day in the year when flannels are uncomfortable, or a night when blankets are not necessary in Astoria. Although the latitude is the same as frigid Dakota and Nova Scotia, all ice is manufactured artificially and snow is so infrequent as to be a curiosity. Flowers bloom in the open air all the year round. Trees and grasses are as green as an emerald in December and January, and the snowy crests of Mount St. Helens and Mount Hood in the distance gleam white and dazzling in July and August. The Japan current along the coast makes the climate equable. The scenery is incomparable. Mountain and valley, ocean and majestic rivers, gem-like islands, boundless forests, rugged crags on foreshore and golden sands stretching mile on mile beneath blue skies, make up a picture of transcendent beauty. There is not on the whole Atlantic Coast, from Newfoundland to Florida, from

NEW SETTLER'S MODEST BEGINNING.

Halifax to Dry Tortugas, a view comparable with that from the hills of Astoria looking to the mouth of the Columbia over her magnificent harbor to the Pacific Ocean. The much boasted climate of California is easily surpassed in Clatsop County. The thermometer does not reach as high a point in Summer, while the Winter months are about the same as in Central California. With an occasional shower to keep crops in good condition, there are six months of Summer sunshine.

Mean maximum temperature, annually, for forty years past shows 57.3; mean minimum, 39.3. The general average from April 1st to October 1st is 60.5; and from October 1st to April 1st, 48.3. For many years past the thermometer has not shown below 32 degrees a dozen times.

Astoria was settled 100 years ago, and records have been faithfully kept.

Average annual rainfall is 75.3 inches, but the county is hilly and mountainous and has good natural drainage.

There are no venomous snakes or reptiles, and the ocean shore gives crabs, clams, mussels, oysters, and all varieties of deep sea fish, including sole, ling, black and rock cod, halibut, perch, flounders, hake and bass.

Astoria a Great Lumber Shipping Point.

Astoria mills produced 263,500,000 feet of lumber and paid labor $815,550 in 1910. This lumber was shipped to home markets by rail or foreign ports by water, except a small quantity used locally. Box, sash, door and milling companies in Astoria's fore shore manufacture much of it.

SWINGING BRIDGE ACROSS NEHALEM RIVER.

PICTURESQUE BEAR CREEK.

HERD OF FULL-BLOOD HOLSTEIN "MILK-PRODUCERS."

The Columbia River has five logging camps outside Clatsop County, which are tributary to Astoria, with a daily capacity of 545,000 feet; $6120 is paid daily for nine months in the year to Clatsop County loggers, besides $3270 paid daily for labor on opposite bank of river.

Allowing 25 working days per month for nine months, the cash paid for labor in the woods amounts to $2,112,750 annually. Mill companies pay out annually to labor for finishing mill products $815,550 and upward. Eight log rafts, which do not appear in lumbering statistics, containing 5,000,000 feet each, were towed from Astoria to California in 1910, and thousands of carloads of lumber were shipped from Astoria by rail.

At Astoria, ocean-going steamers from all parts of the world are only two hours from the Pacific Ocean. Her magnificent waterfront has room for many additional millsites and spacious booms. Boom space means a saving of 75 cents per thousand feet. Her splendid advantages make it possible to export timber at same market price and make money when every other port in the world may be losing. Near to Astoria and on tidewater are quarter sections which fortunate holders have had cruised, and on which are 20,000,000 to 25,000,000 feet of timber ready for the woodman's axe to transform it into merchantable timber. Thousands of workmen are being put to work, and aside from the mills, great furniture and box factories are waiting for lumber, which is being shipped in the form of finished product to Oregon, Idaho, Utah, Wyoming and Nevada, and will soon be going through the Panama Canal to the Atlantic Coast.

REGISTERED JERSEYS ON THE MEADOW LARK FARM.

Oregon contains one-sixth of the standing timber of the world today and Clatsop County contains one-sixth of the standing timber in the State of Oregon, or in the neighborhood of 18,000,000,000 feet.

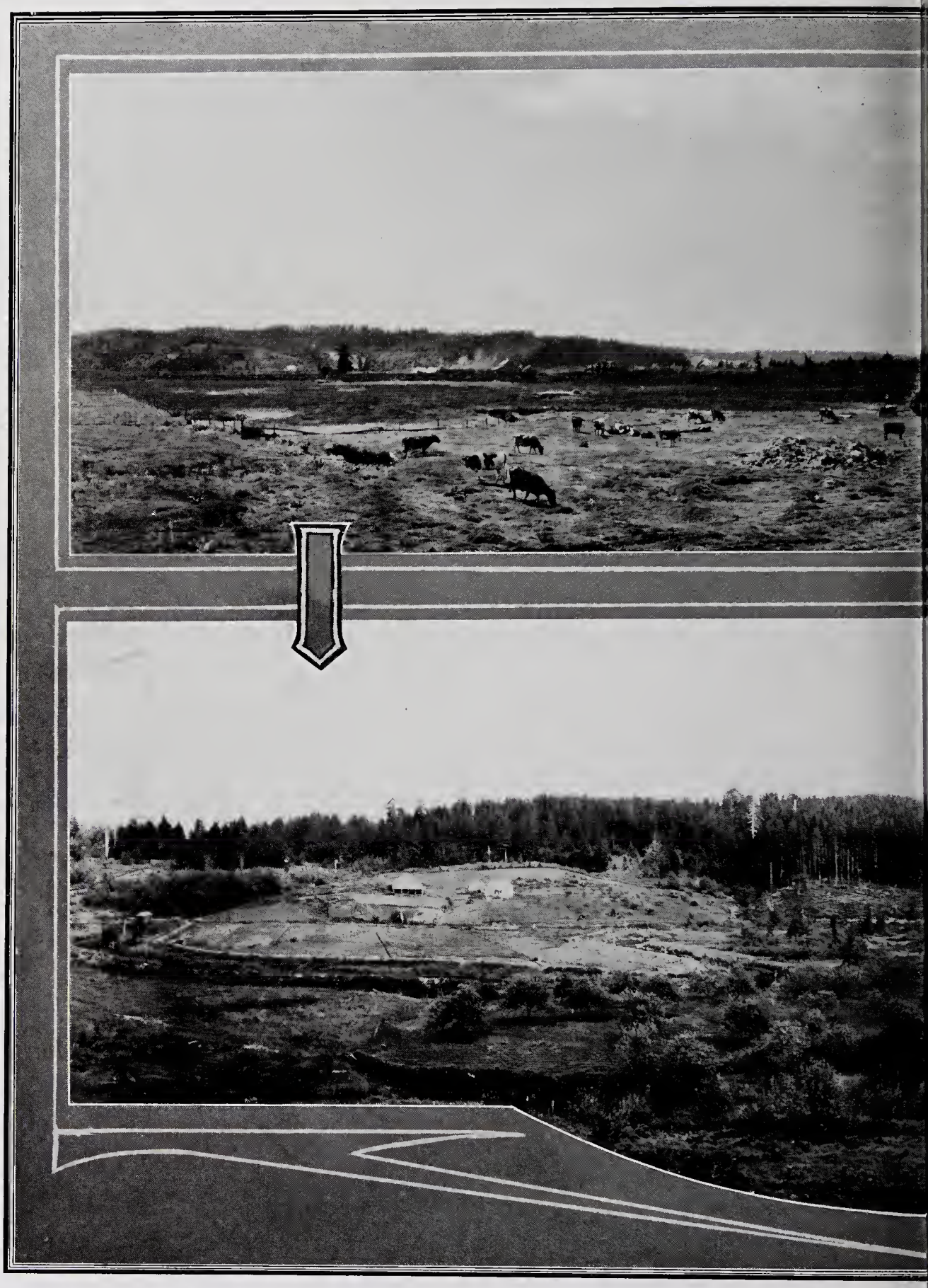
James J. Hill, the railroad magnate, once said: "One acre of timber land contains more traffic tonnage for a railroad man than do 50 acres of wheat land."

That Astoria, situated at the mouth of the greatest fresh water harbor in the world, has also the right to claim it is the ideal location for the manufacture of lumber, is attested by the fact that it has more claims to present in its favor than any other city on the Pacific Coast or the inland territory.

Astoria's Strategic Location.

The strongest argument in favor of its geographical location for saw milling purposes is set forth in the down grade haul from every direction where the raw material is available to a point where the logs can enter the mill with the least resistance.

The second point that is essential to the success of the sawmill enterprise is transportation facilites. In this Astoria again excels, as it affords both rail and water shipping accommodations seldom found in such close proximity where the raw material is supplied. The Columbia River affords an unobstructed course to points inland for over 400 miles and leads to an open highway on the Pacific Ocean that opens the markets to the mills of Astoria, with every port in China, Japan, Russia, the Philippines, Australia and the South American countries. The sawmills of Astoria have for many years enjoyed excellent markets for their lumber in Mexico, California, Washington and Alaska.



TOP VIEW SHOWS DAIRY FARM ON WHICH GRAZE FORTY JERSEY AND HOLSTEIN COWS. BOTTOM VIEW
FUTURE DEVELOPMENT WHEN

CKER CREEK VALLEY SHOWS A LOCALITY ADAPTED TO THE DAIRY INDUSTRY. NOTE POSSIBILITIES OF
X HAS FINISHED ITS WORK.

WHEAT GROWN ON LOGGED-OFF LAND.

There is still another feature in the conduct of a sawmill enterprise that must be considered in order to make it a success. That is the problem of facilities to handle the log booms at the mill. In this Astoria again excels. Its 15 square miles of harbor on the Columbia River, its magnificent Youngs Bay on the south, with the plateaus of tidelands lining its bank for more than twenty miles, leaves no hope for a better place to engage in the manufacture of lumber. It has been frequently said by men who have followed the business for years that Astoria affords the most advantageous opportunities for lumbermen of any city in the world.

Splendid Transportation Facilities.

With the three greatest essentials in the lumbering business to be had in Astoria and the combination of timber and market so complete, Astoria gives promise of becoming the lumbering center of the great Northwest long before the Panama Canal is in actual operation.

The geographical situation of Astoria is such as to make it of commanding importance to both the producer and buyer. The city is located just ten miles from the mouth of the river where it meets the Pacific Ocean, and shippers know that Astoria is over 300 miles closer to the ports of the Orient than any other point on the Pacific Coast. This is due to its northerly position, notwithstanding that the ports of Puget Sound command a still more northerly location, but the fact that Seattle, Bellingham and Tacoma are 200 miles inland makes Astoria the logical point for all the foreign shipping and still nearer to the mar-

PROFITABLE CROPS AND COMFORTABLE HOMES WHERE ONCE STOOD THE TOWERING FOREST.

kets across the Pacific than any of her sister seaports. With a water level grade from the interior, it is reasonable to believe that in the near future grain shipments will find their way from the Inland Empire to the mouth of the Columbia to seek the consumer in foreign lands, just as the cars laden with the products of Clatsop County find their way to points in the interior, as far as the Missouri River, to which point the mills of the lower Columbia River enjoy common point shipping rates.

This, together with a well established market for the by-products of a sawmill and the consequent supply of labor of all kinds, leaves no room for doubt as to the future success of the lumbering industry at Astoria.

Cost of Lands.

Of the 480,734 acres of land in Clatsop County covered with timber or tideland, fronting on rivers, ocean and streams, there are fully 25,000 acres waiting the effort of the intensive farmer, in a cool, moist climate, with ocean travelers, thousands of Summer visitors and a resident population to feed with his product, at prices which are above any market price in the East, and will pay for his efforts in health, strength and money 100 per cent more than if placed where he is subject to weather conditions prevalent on the Atlantic Coast and Middle West. Logged-off lands cost $10 to $25 per acre, close to Astoria, in large or small tracts, on favorable terms. Reclaimed tidelands fertilized by centuries of deposit, which yield products worth $800 to $1000 per acre annually, can be bought for $160 to $350 per acre, and have water, road and rail transportation close by.

POTATOES ARE ALWAYS A SURE CROP—AND PROFITABLE, TOO.

Unimproved tidelands can be reclaimed at a cost of $25 per acre, increasing value to 100 per cent over original cost of $50 per acre after diking.

Goats Clear Logged-off Lands.

The secretary of the Northwest Angora Goat Association at Portland says:

"We have not as yet produced a goat that will move rocks and sawlogs nor pull stumps. But they will destroy brush and do it thoroughly. In the clearing up of logged-off lands there are always two elements to consider—stumps and brush. Of the two obstacles, the average settler will inform you that the latter is the most persistent nuisance. Stumps can be removed quite easily, but their removal does not place the settler much further along than before. Because brush, weeds and ferns will soon overrun the little patch where the stump was. When the brush is killed the farmer may then do something with his land despite the stumps. Grass will start as soon as the brush disappears, and when the grass starts one may then pasture his sheep, dairy cows or fat stock.

"Angora goats are natural browsers and by intelligent herding or fencing they can be made to kill all fireweeds, fern, brush and the mass of underbrush that grows so rank when not molested. If it were possible to pasture this land by any other kind of stock besides the goats, they would do much toward keeping down the undergrowth, but as there is absolutely no grass of any kind, it is absolutely impossible to run cattle

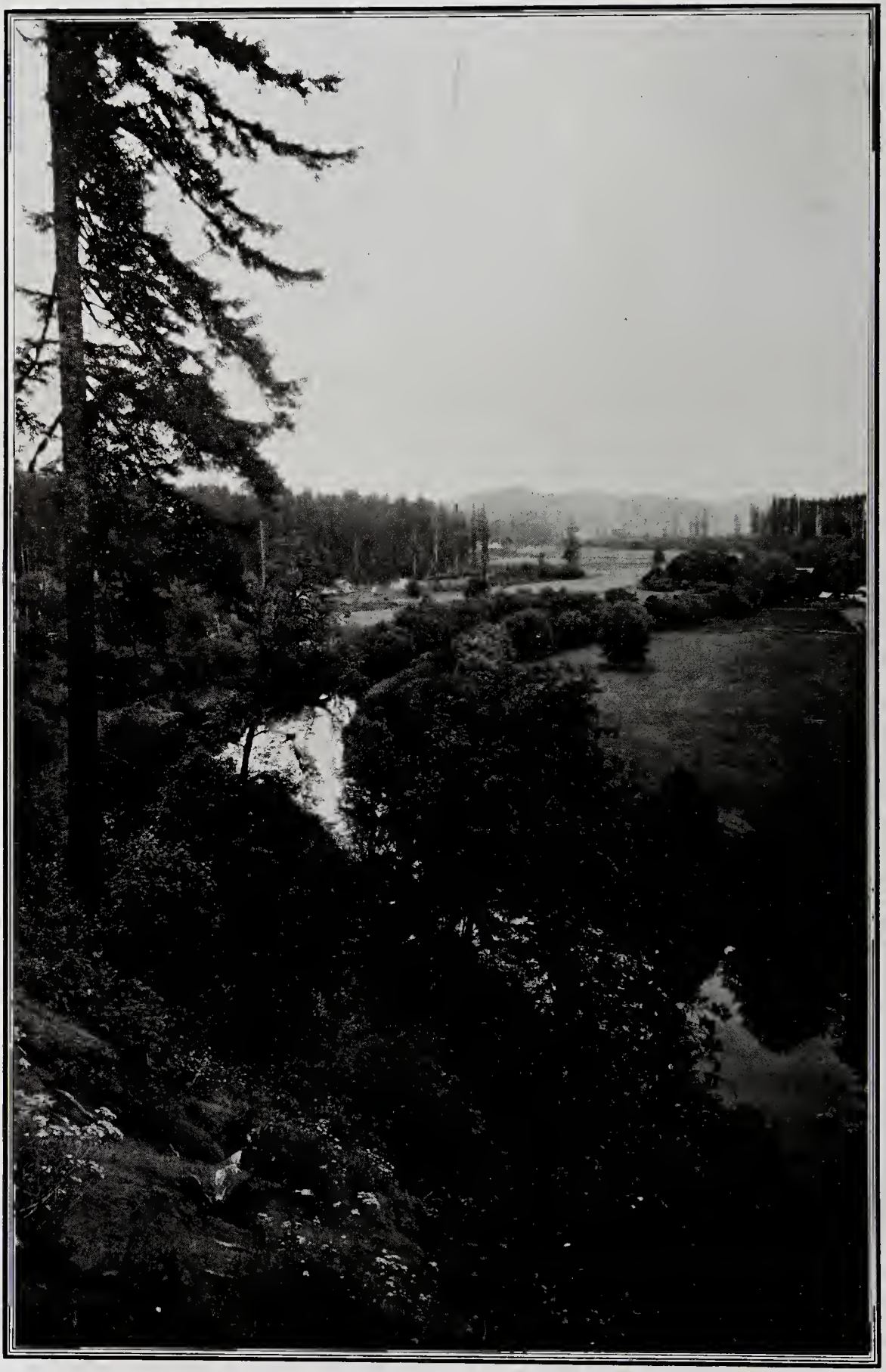
HOPS DO WELL IN CLATSOP COUNTY.

on them at all. On the other hand, the Angora is right in his element. True, he will eat grass if it is there, but it is also true that he will live and grow fat on the brush. Therefore the question arises: Why not utilize this trait of his? For there are two advantages—to destroy the brush and to produce mohair.

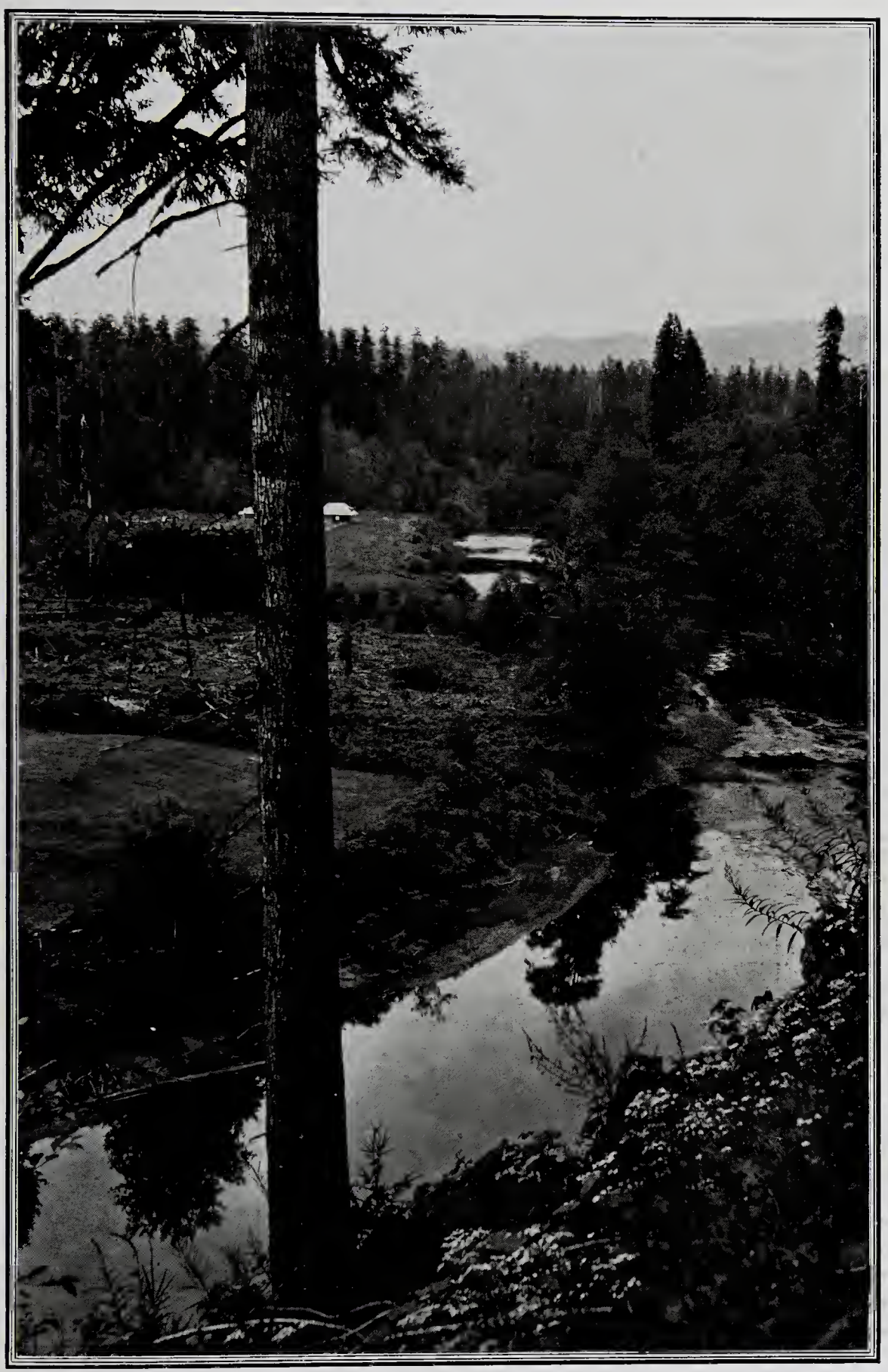
Animals Have Dual Value.

"Why this is not done may be best answered by your own observation: 'We insist on following the trail of the calf.'

"I do not wish to disparage the intelligence of the average Oregon farmer. But we have hundreds of them who will marvel at the density of the average man in clearing up his lands. These farmers have in times gone by cleared up thousands of Oregon's most valuable farm and fruit lands by the aid of the Angora goat. For with his band of Angoras he has gone out and while he was engaged in pulling the stumps, his Angoras were industriously clearing up and killing the brush, and they were bringing him in a handsome revenue from the sale of mohair, averaging for the past five years all the way from one to two dollars per head. In other words, they were improving the lands, producing a revenue and paying for their board all the while. Thus it will be seen that they have two values, namely, to destroy brush and to produce mohair, and the ideal situation is found right here in the Northwest, where the two are combined. In other words, we are turning waste into money. We are now producing about 250,000 pounds of mohair, and



NEHALEM RIVER, NEAR JEWEL, SHOWING CLEARINGS.



NEHALEM RIVER, NEAR RED BLUFF.

GATHERING THE PRODUCTS OF THE SOIL AT THE NEW HOME IN THE CLEARING.

we have the room for the production of about four times that amount. In fact, it is not generally known that there is a mohair mill here with a capacity for nearly twice what we produce. There is no country in the world where they produce mohair of better quality than we do in the Northwest. It is here only where the goats will carry the fleece for a twelve-month, thus enabling us to get a better price than elsewhere, for the fancy prices are paid for the long staple. And in the matter of lustre, it is conceded that our moist climate contributes to giving a lustre that cannot be duplicated anywhere outside of South Africa.

"The past season an average price of near 40 cents per pound was received by the Northwest grower, an average of 5 cents better than they received East. The industry now pays so well that many Oregon farmers are now keeping goats on high priced land. If such is the case, is it not sensible to conclude that the percentage of profit is greater where the lands are a waste and adapted to nothing until cleared?"

Salmon Fishing Center of the World.

Oregon Coast fisheries are exclusively handled from Clatsop County's county seat, Astoria. Labor in taking fish to cold storage and cannery and handling until shipped out of Clatsop County for domestic and foreign consumption, together with the same manipulation of five Alaska canneries, make the Columbia River business handled through Astoria banks amount to $5,000,000 per annum.

DIVERSIFIED FARMING ON BEAVERDAM SOIL. NONE BETTER FOR TRUCK RAISING.

Here the poor man enters into business without capital; he has no master and is his own boss. During the fishing season thousands of men engage in the fishing business on the percentage basis without any outlay beyond a small fee for a fishing license and enough to hold him over for a few days. The man with a few hundred dollars becomes independent in one season by making the purchase of a fishing boat and a net, at an expenditure of not less than three hundred dollars.

Years ago the fishing on the Columbia was mostly done by men who dropped into this section, worked a few weeks or months, and then passed on to other fields of labor and enterprise. Today the fishing is done by men who live in Astoria and other cities along the river all the year round. They are men of families who have become independent, as others may do, as long as the fishing lasts, which will be for many years to come. Some of them are engaged in other work, such as farming, carpentering and like occupations, but who spend the season on the river fishing when they are not busy at their trades.

Salmon fishing on the Columbia is the only occupation of the kind in the world where from four to five thousand men work for themselves. The product they secure is the finest sea food put into cans, and there is no need to feed or care for the stock from which this meat is secured. The average salmon catch on the Oregon side of the Columbia River alone is from 30,000,000 to 40,000,000 pounds yearly. Fish are usually thrown back into the water if they weigh less than 20 pounds; 70-pound salmon are not uncommon.

CLEARING NEAR JUNCTION OF LITTLE FISH AND NEHALEM RIVERS. CONSIDER THE POSSIBILITIES WHEN ALL THIS IS BROUGHT UNDER THE PLOW.

Fishermen Make High Wages.

This enormous catch nets to the canneries and fishermen at this point the sum of from $4,000,000 to $5,000,000 each year, half of it going to the fishermen for the work of catching the salmon. During the present year the price paid the fishermen for their salmon was from 6 to 8 cents a pound.

Of all the fish caught on the Columbia the Chinook salmon easily takes first rank. The Blueback comes second in quality and quantity; the Steelhead, third; the Silversides fourth, and the Tules or Dog salmon, fifth. The run of Chinook salmon commences about the first of April and lasts until September 30th, the Steelheads running about the same period. The Silverside salmon commence to run about the beginning of the rainy season in the Fall, lasting about two months.

There are plenty of other fish in the river and off its mouth. There are the sturgeon, shad, smelt, catfish, ling, rock, black and tom cod, black bass, herring, flounder, perch, sole, halibut and carp. Crabs, clams, mussels, oysters and crawfish abound. The total number of fish taken on an average is from a half to a million pounds yearly. Not much effort is being put forth toward the catching of these fish and shell fish, however.

In 1910 salmon alone added $3,000,000 to the wealth of Astoria and Clatsop County. Astoria employs 3000 boats and 27 big canneries in marketing salmon, which are exclusively handled from Astoria.

HOME OF A DAIRYMAN WHO OWNS FIVE HUNDRED HEAD OF CATTLE.

The salmon canneries on the Columbia River and at Astoria are numbered by the dozen. While the Union Fishermen's Packing Company is the largest, there are numerous others almost as large and which employ thousands of men. Some of them furnish boats and gear to any fisherman desiring them in exchange for a percentage of their catch, but this is not practiced so extensively as in former years, when the fishermen only came during the salmon run and went to other sections during the rest of the year. Nowadays the fishermen own their own outfits.

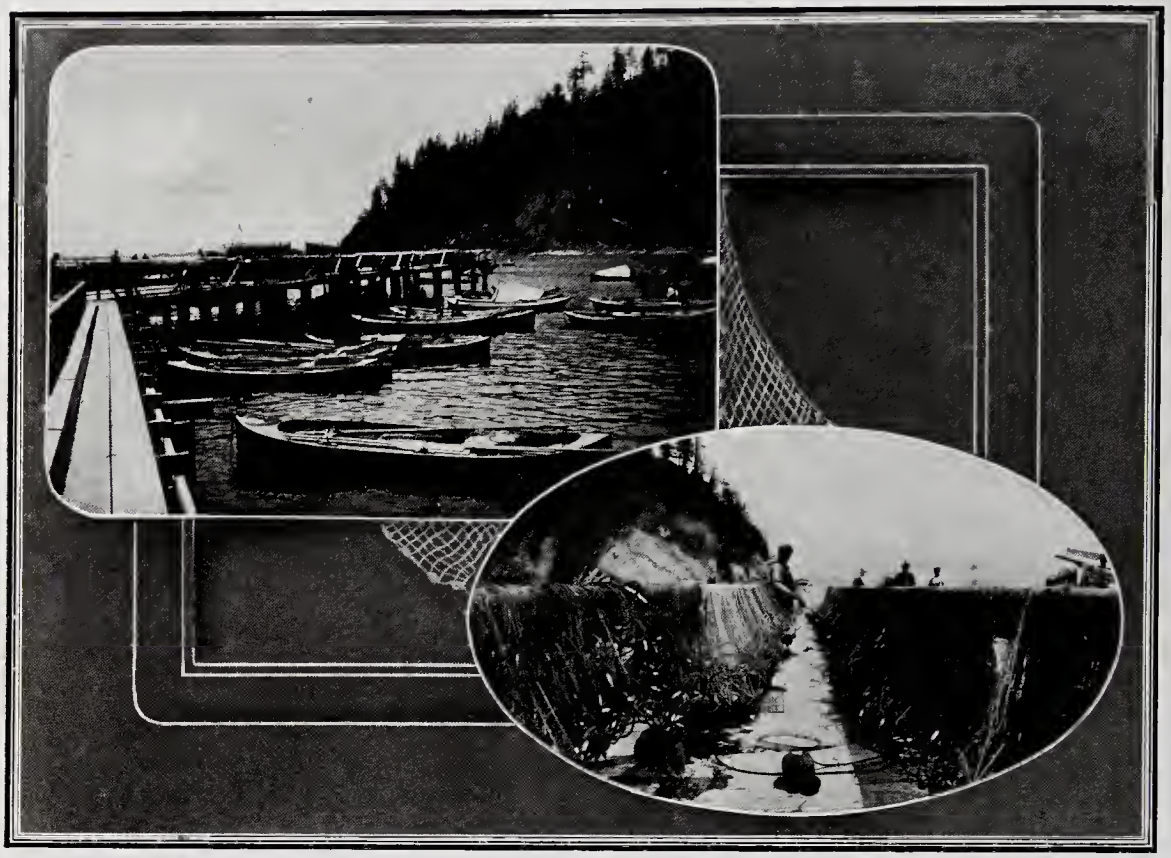
Fisheries Employ Thousands.

It is a grand sight when the fleet of three thousand fishing boats, with two to four men in each boat, start from the mouth of the Columbia from the numerous canneries and wharves of Astoria. Nearly all the boats are constructed with one large sprit sail, reinforced by five to ten horsepower engines, which makes them independent of wind or tide, and it is impossible to tell one boat from another more than 100 yards distant. Hundreds upon hundreds of white sails flit to and fro ceaselessly upon the broad waters of the bay until it looks as though they would crowd each other out of the water.

The surf at the mouth of the harbor has always been a dangerous spot for the small sailboats, but the salmon are so thick there that the fishermen become venturesome. Fish in the surf are so skillful in avoiding the small boats that it is a marvel to watch them in this dangerous spot.

TILLAMOOK HEAD FROM THE SEASIDE.

"HAYSTACK" ON CANNON BEACH. HEIGHT, 258 FEET.



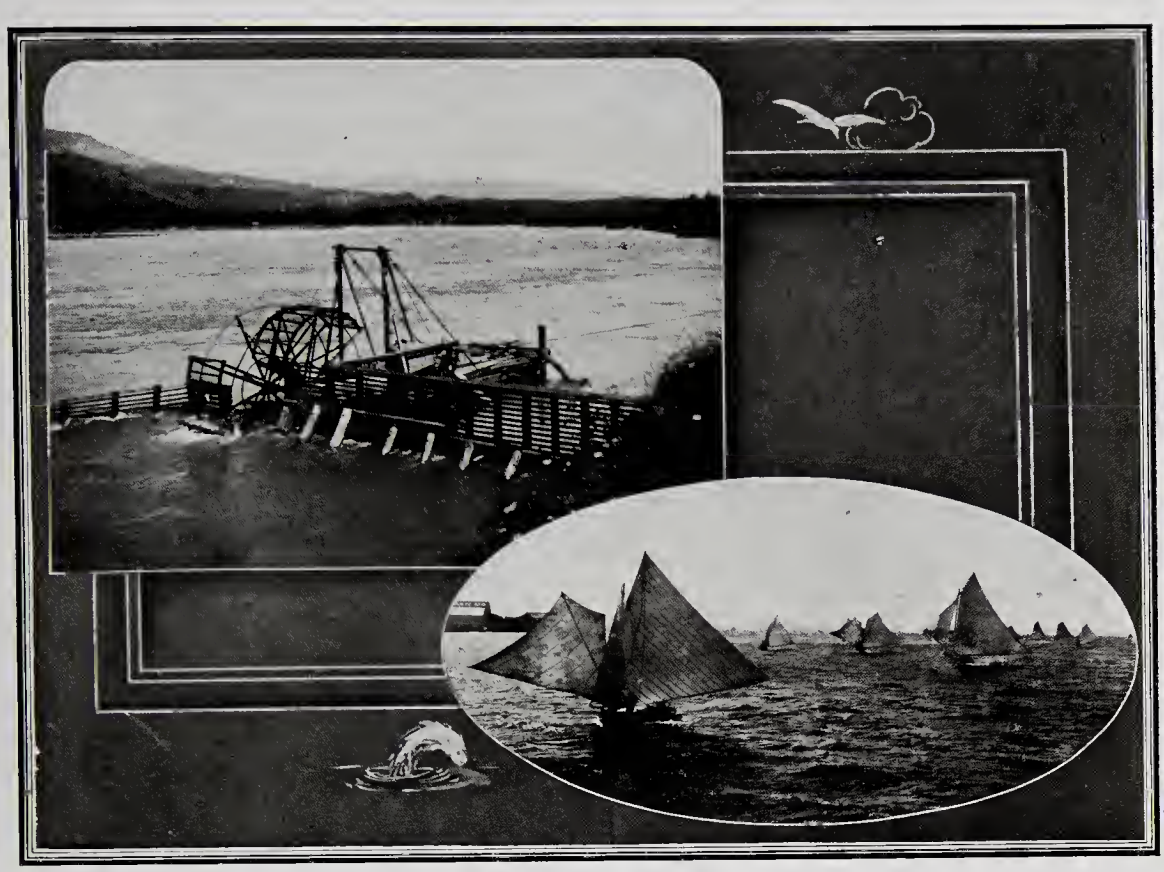
SALMON FISHERMEN'S ROW BOATS AND NETS.

The canneries own large gasoline launches, which make regular and quick trips to "picking up" stations at various points around the mouth of the Columbia and along its banks. These stations are made convenient for the fishermen to dispose of their catch without the necessity of sailing their boats to the canneries. The launches supplied by the canneries do this for them. On each launch there are scales for the weighing of the fish and the men running the boats keep track of each fisherman's catch. One hundred dollars per day is frequently netted by the owners of these small boats when the run is on.

The boats carry ice and the salmon are taken care of in the cleanest manner. They are promptly brought to the canneries, where a large force of men is engaged in cutting up the fish, placing them in tins, cooking them in patent boilers, and preparing them for the market. The despatch used in taking the fish from the river until they are ready for shipment is marvelous and has been brought down to a science by years of practice and labor-saving inventions.

Little Capital Needed.

The whole salmon industry of this part of the state is one of the strongest drawing cards of the West among tourists and visitors to this section. The simplicity of the operations on the river, the dispatch used in catching the big fish by thousands from the waters, the canneries full of the red, fresh meat, and the carloads of canned and pickled fish being shipped to all parts of the world form an industry of vast proportions and surpassing interest.



SALMON WHEEL AND FISHERMEN'S SAILBOATS ON THE COLUMBIA RIVER.

Some of the fishermen are men of no education, some are fairly well educated, and quite a number of them are college students. The latter spend their Summers fishing in the Columbia and earn enough in a few months to put them through their courses of study at school or college. Even when they have graduated some of them return to the fishing fields, making enough by their efforts to give them a fair start in life.

This industry has many sides to it, and is unlike any other in the world. It belongs to the people of the West and to all who wish to enter it. There is room for everybody, and every man stands the same show to make a competence by outdoor labor. It is the friend of the poor man because it requires little or no capital, and efforts are being made to keep it in the hands of the people as their heritage, and not let it pass into the hands of the corporate interests, which kill competition except among those who have plenty of means, and who therefore can live without taking this great benefit from the hands of the man of small means.

The commanding element is the Columbia River Packers' Association, a group of 11 great canneries, which, working in perfect harmony, under essentially wise provisions of technique and business, set the pace for the whole Pacific Coast in the maintenance and perpetuation of this enormous industry. The association has headquarters in Astoria, and with other concerns maintains canneries throughout the Alaskan fields.

PART OF A HERD OF SIXTY-FIVE DAIRY COWS.

Astoria has nearly half a million in money in the Alaska salmon fisheries at Nushagak, the officers, warehouses and men and ships being located here, the latter going North each season for packs that pay well and give employment to hundreds.

Vegetables.

Celery, asparagus, cauliflower, cabbage, beets, turnips, carrots, parsnips, rutabagas, potatoes, onions, and all the table vegetables, including peas, beans, squash, cucumbers, radishes, lettuce and spinach, yield abundantly in Clatsop County. Onions yield 350 to 800 bushels per acre.

Celery and cauliflower have yielded as high as $1000 per acre on bottom land, near to Astoria, which cost $100 per acre, $25 per acre to dike, and has advanced to a point where $500 per acre has been refused.

Carrots average 800 120-pound sacks to the acre; turnips, rutabagas and kale average 60 to 80 tons per acre on bottom lands. On uplands half these yields are obtained, but of better quality. In 1910, 50,000 sacks of potatoes were imported, weighing 120 pounds each. Not 10,000 sacks were grown. Usual yield is 350 sacks on bottom lands, 250 sacks on uplands. Minimum price during past ten years has been $1.25 per sack, and often the price has risen to $2.50 per sack. Potatoes yield 10 to 20 tons per acre. Horseradish grows well on the bottom land farms.

HOLSTEINS—"HAZEL," AGED FOUR YEARS; "MABEL," THREE YEARS. TWO GREAT MILKERS.

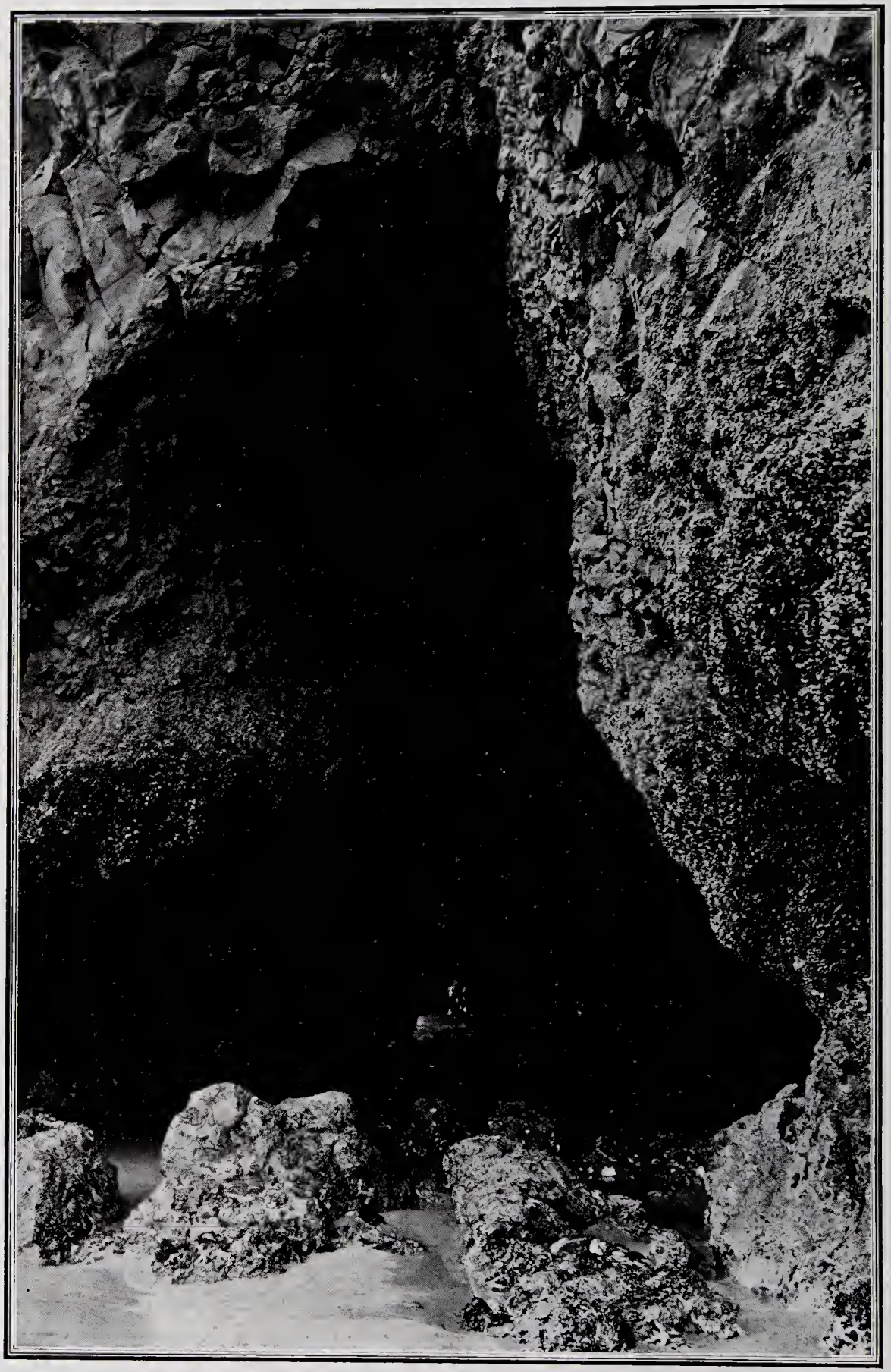
The supply of table vegetables is entirely inadequate to meet the demand. While fish food is a staple and fruits are imported, people clamor for and pay high prices for all table vegetables and there is a great opening for the skilled men who will erect suitable houses and force early growth of garden truck.

Berries.

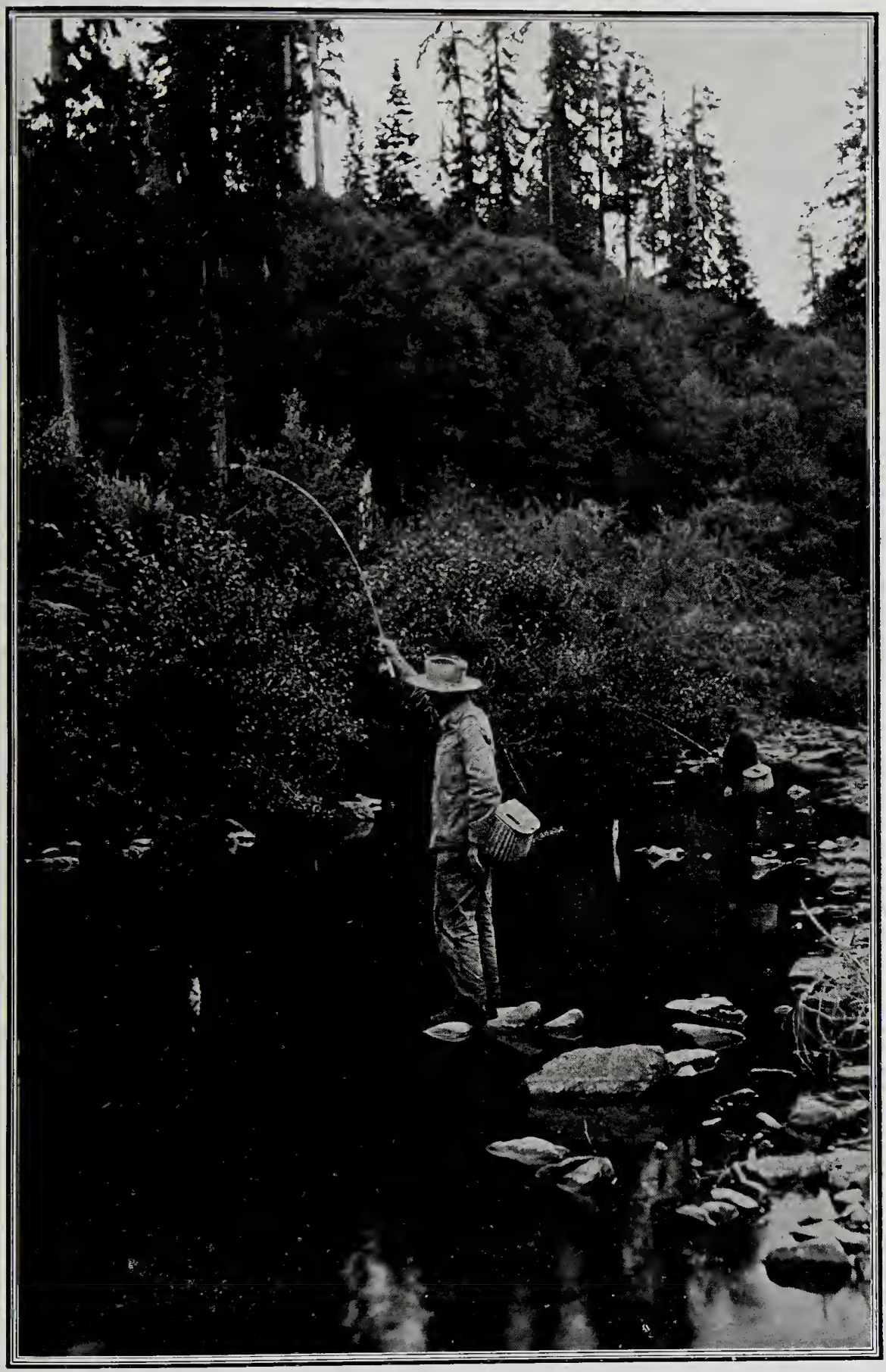
On logged-off and other lands all kinds of berries yield big profits. Two hundred and fifty crates of strawberries have been taken from one acre and sold at $3 per crate. Loganberries yield as high as 350 crates to the acre and blackberries produce as high as eight tons to the acre. Berry growing is becoming one of the most important industries of the county. Some of the best flavored, richest colored and largest berries of the West are grown in Clatsop County. There is little work except at picking time and the crop may be relied on.

Prices Obtained for Products.

Prices quoted in local papers for August 17, 1911, which are appended, will verify the statements and predictions herein contained. Oregon fruits, vegetables, poultry and their products, berries, flesh and meat foods are in stronger demand than any imported qualities of the same food products.



CAVE IN HAYSTACK ROCK ON CANNON BEACH.



ABUNDANT STREAMS MAKE CLATSOP COUNTY THE FISHERMEN'S PARADISE.

THE RICH BEAVERDAM SOIL OF CLATSOP COUNTY'S TIDE LANDS GROWS VEGETABLES OF ALL KINDS.

Fruits and Vegetables.

Fresh Fruits—Cantaloupes, $1.25@2 per crate; peaches, 60c@$1.25 per box; watermelons, 1@1¾c per pound; plums, 90c@$1.75 per crate; prunes, $1.75 per box; new apples, $1.75@2.50 per box; raspberries, $2@2.50; blackberries, $1.75@1.90; pears, $2@2.50 per box; casabas, 3½c per pound.

Vegetables—Beans, 5@10c; cabbages, $2 per cwt.; corn, 30@40c per dozen; cucumbers, $1@1.25 per box; eggplant, 10@12½c per pound; garlic, 10@12c per pound; lettuce, 30@35c per dozen; hothouse lettuce, $1.25@1.75 per box; peppers, 8@10c per pound; radishes, 12½c per dozen; tomatoes, 90c@$1.25 per box.

Sack Vegetables—New carrots, $1.75 per sack; turnips, $1.25; beets, $1.75.

Potatoes—New Oregon, 1½@1¾c per pound.

Onions—Walla Walla, $1.75 per hundred.

Dairy and Country Produce.

Poultry—Hens, 16@16½c; Springs, 17@17½c; ducks, young, 15c; geese, 16c; turkeys, 18@19c.

Eggs—Fresh Oregon ranch, candled, 27c per dozen.

Butter—City creamery extra, 1 and 2-pound prints, in boxes, 30c per pound; less than box lots, cartons and delivery extra.

Cheese—Twins, triplets and daisies, 15½c per pound; Young America, 16½c.

LOGANBERRIES ON HIGHLAND FRUIT FARM.

Pork—Fancy, 10@10½c per pound.

Veal—Fancy, 12@13c per pound.

Hops—1911 contracts, 40@45c per pound; 1910 crop, 40c; 1909 crop, 30@35c; olds, 20@25c.

Creamery butter is steady at 32@33 cents a pound. There is no indication of a change in this quotation for some time.

Cured Meats

Hams—10 to 12 pounds, 20@20½c; 12 to 14 pounds, 19½@20c; 14 to 16 pounds, 19@19½c; 16 to 18 pounds, 19@19½c; skinned, 20c; picnics, 11½c; cottage roll, 15c.

Smoked Meats—Beef tongues, 65c; dried beef sets, none; outside, none; insides, 24c; knuckles, 23c.

Lard—Kettle rendered, tierces, 13c; tubs, 13¼c; standard, tierces, 11½c; tubs, 11¾c; choice, tierces, none; tubs, none; shortening, tierces, 8½c; tubs, 8¾c.

Bacon—Fancy, 28c; standard, 25c; choice, 22c; English, 17c.

The above quotation of market prices speaks volumes for the man who can produce these staples. The greatest factor in the favor of Oregon products is quality. It must also be remembered that if wages and produce are high in price, agriculture, fishing, shipping, lumbering and logging yield such returns as to equalize and pay generously for any advance over Eastern prices.

GENERAL VIEW OF UPPER BEAR CREEK, SUGGESTIVE OF POSSIBILITIES OF FUTURE DEVELOPMENT.

Columbia River Jetty.

One of the great national marine projeets is under way at the mouth of the Columbia River, on the southerly margin of the harbor of Astoria. It involves an expenditure of some $6,000,000. It necessitates stupendous supplies of materials and calls for the employment of a big force of men, skilled and unskilled. This is the jetty that is to so eoneentrate the enormous outflow of the mighty river that its power and volume shall scour the sea-bar of the river to a ehannel depth that shall offer no impediment to the largest draft vessels of the world; and gradually, year by year, this huge work is going forward with notable and demonstrable suecess.

Upon a brush mattress, seven and one-quarter miles in length, with a northwesterly trend, there has already been deposited 1,957,503 tons of roek taken from the great quarries of the lower Columbia Valley, and barged to the shore end of the jetty, whenee it is distributed over the exaet lines of the project by trains on a traek laid upon the huge and narrow trestles that reaeh to the outermost end, in the blue depths of the Paeifie.

The work is under the direetion and eontrol of the United States Engineering Department, in eharge of the distriet in which this and other large improvements lie. To date, ineluding the last appropriation of $1,700,000, there has been $5,054,000 appropriated to this mammoth task.

From 250 to 300 men are employed the year around on this projeet, $139,200 is expended annually for wages on jetty work. The dredges "Chinook" and "Clatsop" receive $62,400 on wage aecount alone.

TIDE LANDS AS DAIRY FARM PASTURAGE.

Miscellaneous.

In 33 districts of Clatsop County there are 45 school buildings and 4436 children, according to the last census, between 4 and 18 years of age. There are 2506 pupils enrolled.

Clatsop County spent in ten years $650,000 for roads and streets. During the same period Astoria spent $377,902.25, and other incorporated towns $20,000; total, $1,047,902.25.

Other Valuable Information.

It is earnestly desired that the people of the Eastern States, of Great Britain, Germany and Scandinavia, whose standards of life approximate to those of present residents, be fully informed of the resources of Clatsop County, and of the wealth within its borders which waits the skilled hands of labor to turn the logged-off lands into fertile farms where dairying, poultrying and farming yield rich returns.

Astoria, as the second city of the State of Oregon in importance and commercial rating, will richly repay investment.

This bulletin is issued in the interests of the entire community. No special interest is favored. It proves conclusively the opportunities present and prospective in Clatsop County. Information on any specific subject, or any information desired relative to Clatsop County and Astoria may be secured by addressing the Secretary of the Chamber of Commerce, Astoria, Oregon.

Pub. 101 (12-5-11) 35M

MAP OF

CLATSOP COUNTY, OREGON, SHOWING ASTORIA

AND ITS ADVANTAGEOUS LOCATION.

Press of Abbott and Duniway Company
Portland Oregon

91.004.001

ROADWAY ALONG THE BEAUTIFUL NECANICUM RIVER, SUGGESTIVE OF SOME OF THE DELIGHTS TO THE TRAVELER.

HOMESEEKERS EDITION

ASTORIA
OREGON